

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

INFO AMCONSUL HONG KONG

USLO PEKING

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E.O.11652: N/A

TAGS:ENRG, CH, ID

SUBJECT: REQUEST FOR NAMES OF PRC PETROLEUM POLICY
OFFICIALS

REF: JAKARTA 4531

1. FOREIGN TRADE OF THE PRC IS CONDUCTED BY A SYSTEM OF STATE-TRADING CORPORATIONS WHICH ARE ORGANIZED ALONG PRODUCT LINES AND WHICH HAVE RESPONSIBILITY FOR BOTH EXPORTING AND IMPORTING. PETROLEUM PURCHASES AND SALES ARE HANDLED BY THE CHINA NATIONAL CHEMICALS IMPORT AND EXPORT CORPORATION, ERLIGOU, XIJIAO, PEKING, PEOPLE'S REPUBLIC OF CHINA. FIRMS WISHING TO MAKE OTHER PROPOSALS IN THE PETROLEUM FIELD, OR SALES OF PETROLEUM-RELATED EQUIPMENT OR SERVICES, SHOULD CONTACT THE CHINA NATIONAL TECHNICAL IMPORT CORPORATION (SAME ADDRESS). THE LATTER CORPORATION IS RESPONSIBLE FOR THE IMPORTATION OF COMPLETE PLANTS AND ECHNOLOGY.

2. IIAPCO'S INITIAL APPROACH TO THE CHINESE CAN BE BY
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LETTER TO THE APPROPRIATE TRADE CORPORATION. THE LETTER

SHOULD OUTLINE IIAPCO'S PROPOSAL, THE CAPABILITIES OF THE COMPANY, ETC. MULTIPLE COPIES OF ANNUAL REPORTS, PRODUCT BROCHURES AND OTHER MATERIALS ON THE FIRM MAY BE ENCLOSURED AS APPROPRIATE. IT IS NOT NECESSARY, AND PROBABLY NOT HELPFUL, TO ADDRESS CORRESPONDENCE WITH THE TRADING CORPORATIONS TO SPECIFIC INDIVIDUALS. IN HIS LETTER,

KAHLA COULD MENTION HIS INTEREST IN VISITING PEKING (ALTHOUGH THIS MIGHT BE DIFFICULT TO ARRANGE).

3. IN ADDITION TO CONTACTING THE PRC STATE-TRADING CORPORATIONS DIRECTLY, IIAPCO MAY ALSO WISH TO CORRESPOND WITH THE CHINA RESOURCES COMPANY WHICH REPRESENTS SEVERAL OF THE TRADING CORPORATIONS IN HONG KONG. THE ADDRESS IS: CHINA RESOURCES COMPANY, BANK OF CHINA BUILDING, DES VOEUX ROAD, CENTRAL, HONG KONG. IF MR. KAHLA IS UNSUCCESSFUL IN ARRANGING A VISIT TO PEKING, IT WOULD BE USEFUL TO CALL ON CRC OFFICIALS IN HONG KONG.

4. EMBASSY JAKARTA MAY ALSO WISH TO PASS THE FOLLOWING TO IIAPCO: THE CHINESE HAVE MADE COMMITMENTS TO EXPORT SMALL AMOUNTS OF CRUDE (TO JAPAN) AND REFINED PRODUCTS (TO HONG KONG AND THAILAND). THE PRC HAS ALSO RECENTLY PURCHASED VARIOUS KINDS OF PETROLEUM EXPLORATION AND OTHER OIL-RELATED EQUIPMENT FROM FOREIGN SUPPLIERS. TO DATE, HOWEVER, THE CHINESE HAVE SHOWN NO INTEREST IN JOINT DEVELOPMENT PROJECTS WITH FOREIGN COMPANIES, PRODUCT-SHARING ARRANGEMENTS OR THE LIKE. AT THIS TIME, THE PRC SEEMS FIRMLY COMMITTED TO A POLICY OF SELF-RELIANCE IN DEVELOPING ITS PETROLEUM RESOURCES.

5. IF KAHLA VISITS HONG KONG, HE COULD DISCUSS THIS SUBJECT WITH ECON/COMMERCIAL OFFICERS IN THE AMERICAN CONSULATE GENERAL; IIAPCO COULD ALSO OBTAIN FURTHER INFORMATION FROM THE DEPARTMENTS OF STATE AND COMMERCE THROUGH ITS US OFFICE. KISSINGER

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